

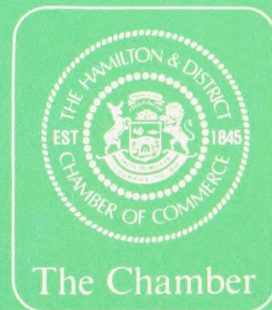
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1992

Business Directory and Buyer's Guide

HAMILTON AND DISTRICT
CHAMBER OF COMMERCE

JACKSON SQUARE IS HAMILTON

EVERYTHING IS CONNECTED TO US

"It's located next to Jackson Square...", is the quote from the real estate agents. Everyone wants to be connected to the Square because Lloyd D. Jackson Square is...the heart of the city.

Located at Hamilton's key downtown intersection, Jackson Square is immediately accessible to all public transportation routes, major inter-city expressways, the Hamilton Convention Centre, the Public Art Gallery and Hamilton Place Theatre Auditorium. Hamilton's main branch Library, the famous 150 year old indoor Farmers' Market, 18,000 seat Copps Coliseum and Trade Centre and the 5 star Sheraton Hotel are all a simple climate controlled, indoor step away.

YOUR SPACE

Jackson Square offers you space to work; with over a million square feet of flexible office space featuring floor plates from fifteen to forty thousand square feet in any of four distinctly designed office buildings, with underground parking for over one thousand cars. Space to relax; at the base of a cascading indoor waterfall

surrounded by a fourteen floor hanging garden atrium. Space to socialize; to the pleasant sounds of summer lunch time concerts on our five acre landscaped plaza. Space to shop; with over 250 retail stores, restaurants and banks but, most importantly, Jackson Square will give you space to be you.

WORKING TOGETHER

The business environments of the next century will require the highest levels of information integration. Office environments will be ergonomically designed for ease of internal movement and the personal comfort of employees.

Working as a team has never been more important. From our own team of over 200 building services support staff, to the office environs of the next century and the integrated business support of lawyers, accountants, financial institutions, brokerage houses, insurance firms, government services and corporate head offices; Jackson Square offers you the chance to make the connection. You can do business at Jackson Square.

For information on leasing opportunities in the "core connection", Lloyd D. Jackson Square, contact Jim Thompson at Stelco Tower, 100 King Street West, Suite 330, Hamilton, Ontario L8P 1A2.
Tel (416) 522-3501 Fax (416) 522-6193

Jackson Square
DOWNTOWN HAMILTON



WHO? WHAT? WHERE? WHEN? WHY?

Not only are these questions the 5 W's of journalism, they are questions that every business needs answers to when they want to know more about the market. That's where we can help. In fact, our market research not only gives you the big picture, but also helps you fine tune your marketing strategies to reach specific target groups.

Age. Occupation. Income. Renters or owners. Where they shop, where they eat. Media habits. We've even got information on how many people own PC's and where they take their holidays. In today's business climate you need all the answers you can get. Call our advertising department at 526-3333. We'll give you the answers and help you discover the who, what, where, when and why of doing business in Hamilton/Wentworth.

The Spectator

THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE MEMBERSHIP DIRECTORY AND BUYER'S GUIDE 1992

The Hamilton and District
Chamber of Commerce
555 Bay Street North
Hamilton, Ontario L8L 1H1
(416) 522-1151
Fax (416) 522-1154

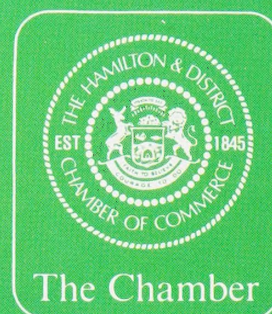



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This publication produced by
The Hamilton and District Chamber of Commerce.
Created and Printed in Canada by W. L. Griffin Printing Ltd.

Cover photo: Websters Falls, Dundas, Ontario
Courtesy: Economic Development Department,
Regional Municipality of Hamilton-Wentworth

A monarch butterfly is shown in the process of emerging from its chrysalis. The butterfly's wings are a vibrant orange with black veins and white spots along the edges. Its body is black with white spots. The chrysalis is a pale, translucent yellowish-brown color and is positioned above the butterfly's head. The background is a plain, light color.

A NEW IDEA ABOUT GROWTH IS EMERGING

There was a time when growth for growth's sake was a generally accepted business philosophy.

Times have changed.

Today, the concept of sustainable growth has shaped a new vision for business.

It's a vision that blends a genuine commitment to the environment with a clear and consistent focus on quality.

It will take effort not just from business, but from all of us, to make this vision a reality.

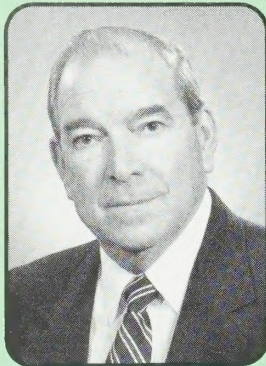
But that's as it should be. To give birth to something truly beautiful is never easy.

DOFASCO

Our product is steel. Our strength is people.

The Hamilton and District Chamber of Commerce 1991/92 OFFICERS, DIRECTORS AND COMMITTEE CHAIRMEN

OFFICERS



President
John Wood,
Summit Tile Canada



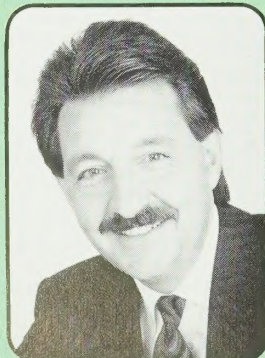
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William A. H. Filer,
Filer Consultants Ltd.



2nd Vice-President
John Michaluk,
Royal Bank of Canada



Treasurer
John Buschhausen,
Peat Marwick Thorne



Past-President,
Don Luzzi,
CHML/Y 95-FM Radio

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Stelco Steel

J. Awad,
Sheraton Hamilton Hotel

W. Buchanan,
Staircase

Dr. L. Chan,
McMaster University

J. S. Cimba,
Burns Vasan Christmas
McLeod Cimba

W. Dalton,
Jean's Flower Shop

D. Fell,
Fell-Fab Products

J. Holditch,
Dofasco Inc.

G. J. Pyle,
National Trust

R. Seymour,
Union Gas

E. Swanborough,
Mohawk College

D. Swaykoski,
Cold Metal Products Co. Ltd.

J. Tobin,
Centre Mall

P. Vivian,
RE/MAX Escarpment Realty Inc.

D. J. Watts
Hamilton Civic Hospitals

COMMITTEE CHAIRMEN

Ambassador Club:

J. Bruno,
Hamilton Apartment
Association

Ancaster Division:

J. Bruno,
Hamilton Apartment
Association

Business Development:

W. Kosar,
Kosar & Palios

Dundas Division:

J. Neysmith,
Royal Bank of Canada

Economic Competitiveness:

R. Zimmerman,
Deloitte & Touche

Harbour Task Force:

W. Heaton,
Durward Jones Barkwell
& Co.

Human Resources:

C. Nolan,
Hamilton Construction
Association

Special Events:

Mary Ann Warriner,
Job Born Employment
Agency

Transportation:

D. Simpson
Scotia McLeod

Museums of the City of Hamilton



Share Our History... Share Our Future.

Dundurn Castle (522-5313) — A National Historic Site and the restored 35 room mansion of Sir Allan MacNab, Prime Minister of the United Provinces of Canada 1854-1856. (Dundurn Park — York Blvd.)

The Hamilton Military Museum (523-5681) — a fascinating collection of uniforms, equipment and memorabilia. (Dundurn Park — York Blvd.)

Whitehern (522-5664) — an elegant town house. Home of the McQuesten family for over 100 years. (behind City Hall — 41 Jackson St. West)

The Hamilton Museum of Steam and Technology (549-5225) — A National Historic Site and Engineering Landmark built around 1859. The Hamilton Waterworks Pumping Station is the only one of its type in North America. (900 Woodward Avenue)

The Children's Museum (549-9285) — A unique "hands-on" learning centre for children aged 3 to 13. (1072 Main St. East in Gage Park)

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throughout the year.
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HOW TO USE THIS DIRECTORY

For your convenience, the directory lists its member firms in each of the two sections:

1. The Membership Roster (pages 10-25) presents each firm alphabetically with address and telephone number as well as the name of its key representative to the Chamber of Commerce. This master listing also includes the firm's business classification as it appears in the Buyer's Guide.
2. The Buyer's Guide (pages 35-64) classifies the member firm according to its type of business and lists its address and telephone number.

Also included, for your convenience, is an alphabetical listing of individual representatives and their company names. This listing can be found on pages 27-32. For example, The Allan Candy Co., Ltd., is listed as follows.

MEMBERSHIP ROSTER

Y	Z
Y Yates, J. & Co. Ltd. 105 Macassa Avenue L8V 2B1 527-1090	Z Zalany, Sec. / Treas. 356 Emerald St. N. L8L 5L5 529-7146

BUYER'S GUIDE

FG	TH
FG Innovation and Leadership in Shelf-Stable Foods Noble Family Foods 105 Macassa Avenue L8V 2B1 (416) 527-1090	TH The BARN FRUIT MARKETS The Best of Everything That Grows 105 Macassa Avenue L8V 2B1 (416) 527-1090

CANDY & CONFECTIONERY - WHOL & MFRS

Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146
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MEMBERSHIP ROSTER

A	B
A Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	B Barn Fruit Markets The Best of Everything That Grows 105 Macassa Avenue L8V 2B1 (416) 527-1090

BUYER'S GUIDE

C	D
C Cable MFRS Insulated Wire & Cable Co. Ltd. 105 Macassa Avenue L8V 2B1 527-1090	D Dairy Products 105 Macassa Avenue L8V 2B1 527-1090

MEMBERSHIP ROSTER

E	F
E Eaton's 105 Macassa Avenue L8V 2B1 527-1090	F Fruit & Vegetable 105 Macassa Avenue L8V 2B1 527-1090

BUYER'S GUIDE

G	H
G Graham's 105 Macassa Avenue L8V 2B1 527-1090	H Hart's 105 Macassa Avenue L8V 2B1 527-1090

MEMBERSHIP ROSTER

I	J
I Integrated Steel Mill John D. Wood, Dist. Sls. Mgr. 1406-105 Main St. E. L8N 1G6 528-0066	J J. D. Loney, Pres. & Owner 185 Niagara St. L8L 6A6 523-1850

BUYER'S GUIDE

K	L
K Kearney & Clark 105 Macassa Avenue L8V 2B1 527-1090	L L. D. Loney, Pres. & Owner 185 Niagara St. L8L 6A6 523-1850

MEMBERSHIP ROSTER

M	N
M McQuesten 41 Jackson St. West 522-5664	N Noble Family Foods 105 Macassa Avenue L8V 2B1 (416) 527-1090

BUYER'S GUIDE

O	P
O Office Equipment Company Hamilton Ltd. 4129 Harvester Rd. Burlington L7L 5M3 639-0920	P Professional Carpet Services Ltd. P.O. Box 586 528-4366

MEMBERSHIP ROSTER

Q	R
Q Quebec 105 Macassa Avenue L8V 2B1 527-1090	R R. W. Armstrong 121 Dailey Drive Ancaster L9G 1K4

BUYER'S GUIDE

S	T
S Steel Corporation Ltd., The Integrated Steel Mill John D. Wood, Dist. Sls. Mgr. 1406-105 Main St. E. L8N 1G6 528-0066	T The BARN FRUIT MARKETS The Best of Everything That Grows 105 Macassa Avenue L8V 2B1 (416) 527-1090

MEMBERSHIP ROSTER

U	V
U United 105 Macassa Avenue L8V 2B1 527-1090	V Victoria 105 Macassa Avenue L8V 2B1 527-1090

BUYER'S GUIDE

W	X
W White 105 Macassa Avenue L8V 2B1 527-1090	X X. D. Loney, Pres. & Owner 185 Niagara St. L8L 6A6 523-1850

MEMBERSHIP ROSTER

Y	Z
Y Yates, J. & Co. Ltd. 105 Macassa Avenue L8V 2B1 527-1090	Z Zalany, Sec. / Treas. 356 Emerald St. N. L8L 5L5 529-7146

BUYER'S GUIDE

AA	AB
AA Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	AB Art Gallery of Hamilton Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

AC	AD
AC American Can of Canada Inc. 391 Victoria Ave. N. L8N 3V1 528-3471	AD Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

AE	AF
AE Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	AF Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

AG	AH
AG Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	AH Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

AI	AJ
AI Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	AJ Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

AK	AL
AK Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	AL Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

AM	AN
AM Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	AN Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

AO	AP
AO Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	AP Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

AQ	AR
AQ Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	AR Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

AS	AT
AS Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	AT Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

AV	AW
AV Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	AW Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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AX	AY
AX Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	AY Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

AZ	BA
AZ Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BA Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

BB	BC
BB Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BC Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

BD	BE
BD Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BE Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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BF	BG
BF Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BG Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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BH	BI
BH Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BI Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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BJ	BK
BJ Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BK Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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BL	BM
BL Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BM Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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BN	BO
BN Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BO Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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BP	BQ
BP Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BQ Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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BR	BS
BR Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BS Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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BT	BU
BT Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BU Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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BV	BW
BV Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BW Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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BX	BY
BX Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	BY Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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BZ	CA
BZ Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	CA Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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CB	CC
CB Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	CC Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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CD	CE
CD Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	CE Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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CF	CG
CF Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	CG Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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CH Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	CI Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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CJ	CK
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CL	CM
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CN	CO
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CP	CQ
CP Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	CQ Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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CR	CS
CR Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	CS Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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CT	CU
CT Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	CU Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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CV	CW
CV Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	CW Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

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CX	CY
CX Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	CY Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

CZ	DA
CZ Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	DA Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

DB	DC
DB Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	DC Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

DD	DE
DD Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	DE Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

DF	DG
DF Allan Candy Co. Ltd., The Candy & Confectionery - Whol & Mfrs Z. Freeman, Vice Pres Lewis Sherman, Vice Pres B. Zalany, Sec. / Treas 356 Emerald St. N. L8L 5L5 529-7146	DG Art Museums E. Cumming, Dir. 3 King St. W. L8P 4S8 527-6610

BUYER'S GUIDE

DH



ROYAL BANK

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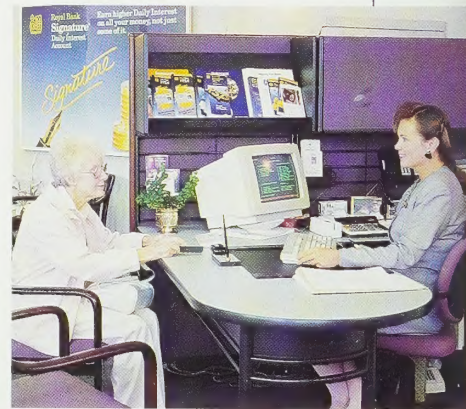
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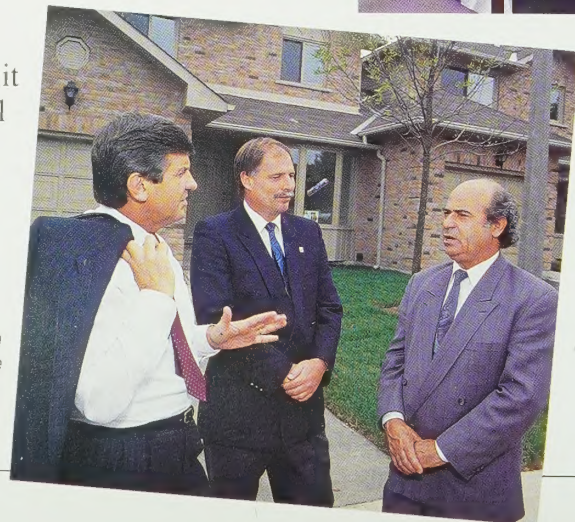
I.B.

Lou Agro of Agro's Foods Inc. with East End I.B. Account Manager Don Thornton.



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LEFT Rick Kennedy RIGHT Don Bridgman

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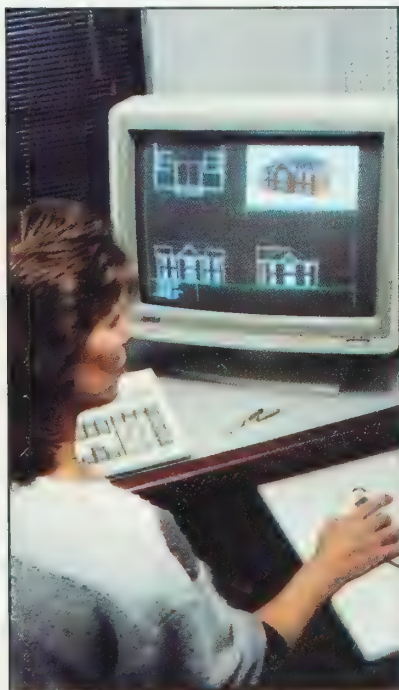


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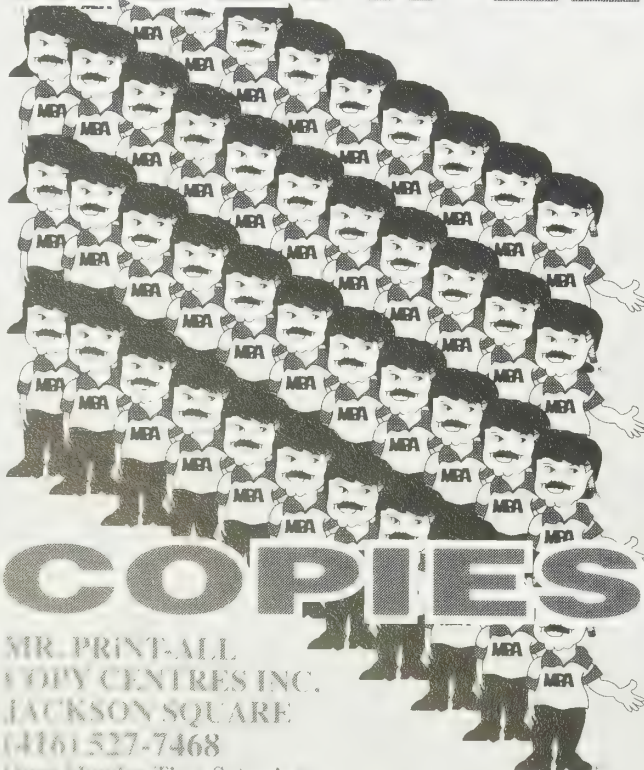
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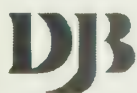
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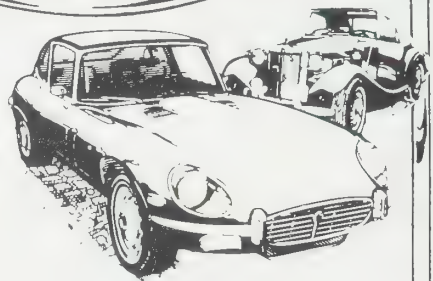
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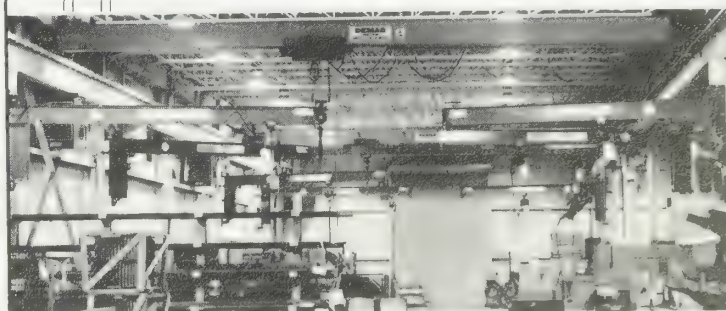
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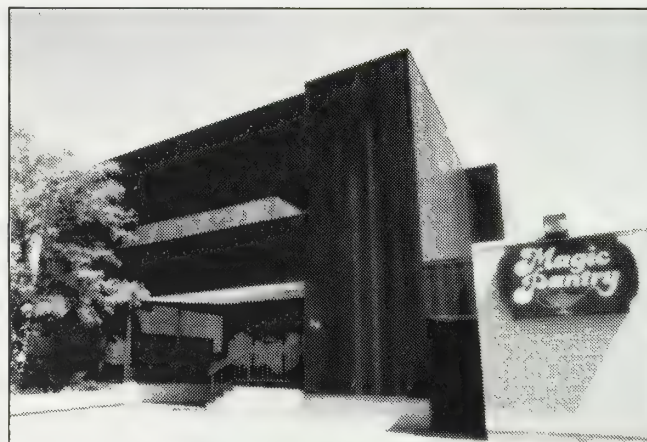
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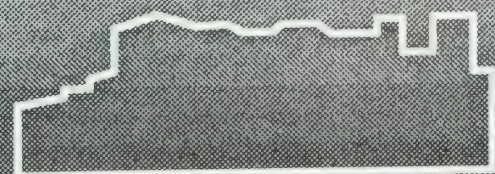
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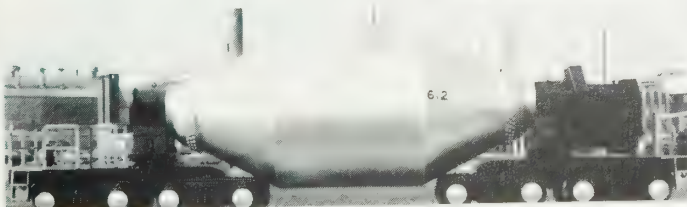
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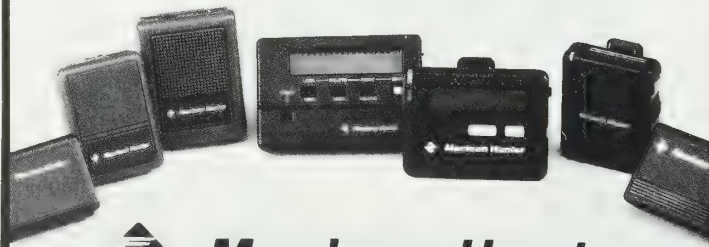
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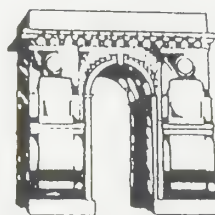
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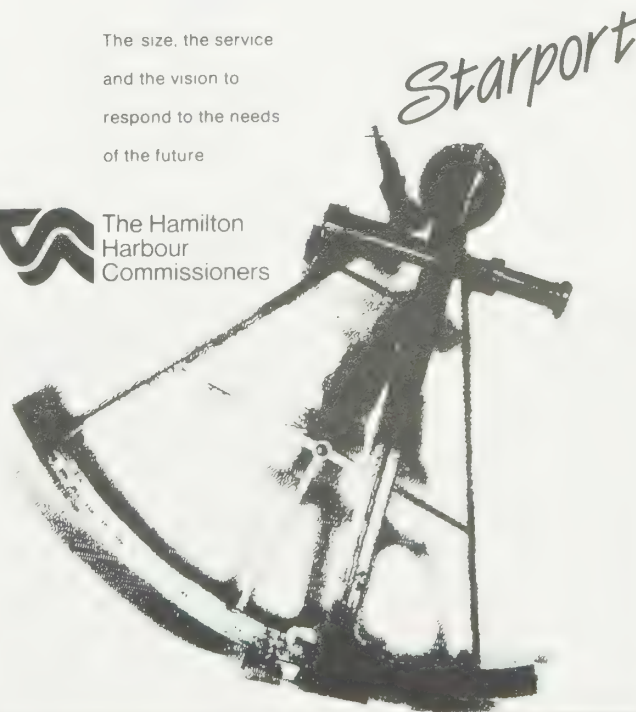
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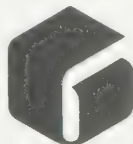
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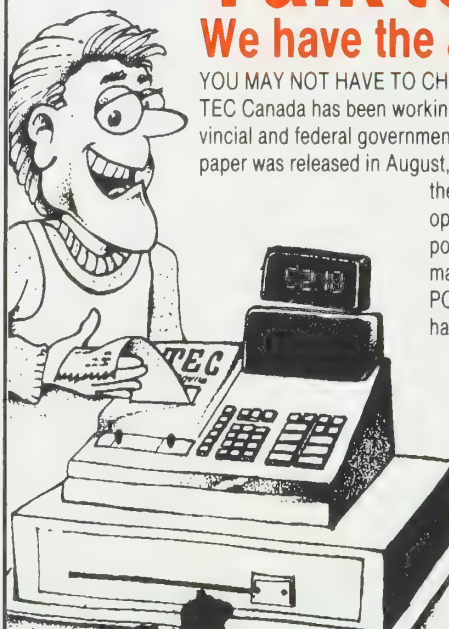
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THE HAMILTON AND DISTRICT CHAMBER OF COMMERCE & YOU

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Is your voice heard? Does your opinion matter? It does to us! Especially when it is combined with others who share your concerns. The Chamber's standing committees are comprised of representatives from all areas of business. They serve to develop policy, examine current issues and create new and interesting projects to benefit the area's business sector.

The committees are the Chamber's vehicle for action and are your opportunity to become involved. We encourage you to participate on a Chamber committee and contribute in a positive way to the growth and prosperity of the Greater Hamilton business community.

AMBASSADOR CLUB

- reviews and promotes membership services; assists in new member campaigns; co-ordinates the always popular "Business After Business" program; whenever possible, encourages the use of "The Club" facilities; and hosts semi-annual "Small Business Showcase Receptions".

ANCASTER DIVISION

- provides support and leadership for local business issues relating to the Town of Ancaster.

BUSINESS DEVELOPMENT

- promotes Greater Hamilton goods and services and encourage new businesses to locate in the Region; monitors the progress of Downtown Hamilton redevelopment; monitors and disseminates information on zoning and other development issues; places specific emphasis and attention on the concerns and needs of small business; fosters international links of benefit to the area's business sector.

DUNDAS DIVISION

- provides support and leadership for local business issues relating to the Town of Dundas. On-going programs also include Small Business Tax Seminars, the Citizen of the Year Program, participation in Project Business, operation of the Town's Farmers Market, All Candidates Night, and Christmas Tree Lighting Ceremony.

ECONOMIC COMPETITIVENESS

- monitors and represents the interests of business at all levels of government, particularly in the areas of legislation, budgets, and taxation levels etc.; pays particular attention to legislation originating at the local government level and its' possible impact on local business; acts as a liaison between the Chamber and area political representatives; and promotes the concept of good government with election oriented programs.

HARBOUR TASK FORCE

- monitors and prepares Chamber position papers on all developments which impact on Hamilton Harbour; investigates other structures for Development Corpora-

tions, Commissions etc. and makes recommendation to the Chamber's Board of Directors as to the appropriate structure for the proposed co-ordinating organization; prepares an inventory of all available reports on the Harbour for use by the co-ordinating organization; makes recommendations to the Board of Directors on the proposed membership of the co-ordinating organization; maintains a liaison with all levels of government in order to promote Harbour related activity.

HUMAN RESOURCES

- encourages the development of needed skills in the community by identifying shortages; works with Tran-Skills and other community organizations for the purpose of encouraging skills development; participates and encourages community based labour adjustment support programs; hosts seminars and conducts surveys of interest to the general membership on various topics related to employment and the workplace; develops programs which provide career, job information and human resource approaches in the school system; promotes a two-way dialogue between business and education at all levels.

SPECIAL EVENTS

- co-ordinates all details relating to Chamber Special Events including the President's Golf Tournament, Chamber of Commerce Week, Secretaries Week, Dinner/Theatre Nights, Corporate Challenge, Outstanding Business Achievement Awards Dinner, Nights at the Races and Baseball Games.

TRANSPORTATION

- supports the growth, development and promotion of Hamilton Airport; provides support for the completion of Highway #403; provides support for the implementation of complete GO Train service to Hamilton; monitors all rail and shipping activity in the Region; monitors the progress on various road projects as they impact on local business; provides support and guidance to the Citizen's Expressway Committee as it works towards the re-instatement of funds for the Red Hill Valley Expressway project.

The Facts About Hamilton, Hamilton-Wentworth Region, Burlington and Grimsby

Greater Hamilton, CMA

Market: 3% above national average

Retail Sales, 1991	\$4,937,720,000
% Canadian total	2.31
Per capita	\$8,200

Income: 12% above national average

Personal income, 1991	\$12,158,512,700
% Canadian total	2.52
Per capita	\$20,300

Average Annual Growth Rate: 1.02%

Population, June 1, 1991	600,300
% Canadian total	2.24
% Change, '81-'91	10.73

POPULATION

1986 Census		
Total	557,030	
Male	272,195	
Female	284,840	
Age groups	Male	Female
Under 4	18,940	18,150
5-9	18,250	17,285
10-14	19,210	18,445
15-19	21,485	20,830
20-24	24,665	24,580
25-29	23,750	24,035
30-34	21,580	22,875
35-39	21,085	21,995
40-44	17,715	17,995
45-49	15,190	15,225
50-54	14,830	14,995
55-59	15,060	15,505
60-64	13,975	15,405
65-69	10,030	11,565
70-74	7,615	9,625
75+	8,805	16,335

MARITAL STATUS

1986 Census (age 15+)	
Single (never married)	113,415
Married (incl. sep.)	288,235
Widowed	29,990
Divorced	15,105

HOUSING

1986 Census	
Occu. Priv. Dwellings	
Total	201,330
Owned	130,135
Rented	71,195
Single detached	120,305
Apart. 5 or more storeys	38,215
Movable dwellings	65
Other dwellings	42,720

HOMES BUILT

	1989	1988	1987
No.	4,817	5,122	4,513

MOTHER TONGUE

	1986 Census	%
English	441,205	82.45
French	7,425	1.39
Chinese	2,730	0.51
Dutch	6,265	1.17
German	8,700	1.63
Greek	2,040	0.38
Hungarian	3,665	0.68
Italian	22,405	4.19
Indo-Pakistani	1,575	0.29
Japanese	350	0.07
Korean	305	0.06
Polish	6,695	1.25
Portuguese	5,545	1.04
Scandinavian Languages	675	0.13
Ukrainian	5,255	0.98
Vietnamese	625	0.12
Other	19,685	3.68

PRIVATE HOUSEHOLDS

1986 Census	
Private Households Total	201,325
Pop. in private households	548,925
Aver. no. per household	2.7

FAMILIES

1986 Census	
Families in Private Households, Total	153,190
Husband-wife families	135,330
Lone-parent families	17,860
Aver. no. persons per family	3.1
Aver. no. children per family	1.2

LEVEL OF SCHOOLING

1986 Census	
Population, 15 years +	441,315
Less than Grade 9	64,705
Grades 9-13	189,905
Trades non-university	112,195
University, without degree	34,435
University degree	40,075

LABOR FORCE

1986 Census	
Males	
In the labor force	166,280
Employed	156,380
Not in labor force	47,675
Participation rate	77.72
15-24 years	72.70
25 years +	79.07
Females	
In the labor force	128,695
Employed	117,865
Not in labor force	98,660
Participation rate	56.61
15-24 years	69.90
25 years +	53.30

INCOME

1986 Census	
Average employment income	
Male	\$32,737
Female	19,697
Average census family income	40,791
Average household income	36,698

LIFESTYLES

1991	No. of Households	%	Index
Markets			
Affluent	3,067	1.40	53
Upscale	30,521	13.94	132
Middle Class	56,501	25.80	113
Working Class	24,607	11.24	57
Lower Income	17,545	8.01	94
Older & Retired	5,736	2.62	40
Empty Nesters	15,765	7.20	118
Young Singles	41,209	18.82	139
Young Couples	18,141	8.28	136
Ethnic	5,902	2.70	81
Total	218,994		

BUILDING PERMITS

	1989	1988	1987
		-\$000	
Value	870,823	786,607	710,022

CAPITAL EXPENDITURES

	1990	1989	1988
		—\$ Millions—	
Manufacturing			
Total exp.	1,508.4	999.9	1,006.2
Capital exp.	915.0	422.8	455.0
Construction	168.5	59.6	60.3
Mach. & equip.	746.5	363.2	394.7
Repairs exp.	593.4	577.1	551.2
Construction	49.3	48.1	45.4
Mach. & equip.	544.1	529.0	505.8

MANUFACTURING INDUSTRIES

	1986	1981
Plants	823	765
Employees	64,061	67,045
	\$000	
Salaries wages	1,916,427	1,475,501
Mfg. materials cost	4,960,621	4,324,998
Mfg. shipments value	9,314,710	7,583,621
Total value added	4,051,974	3,090,914

DAILY NEWSPAPER(S)

	1990 Circulation
	Average Paid
Burlington Burlington	
Spectator	22,388
Hamilton Spectator	115,519

COMMUNITY NEWSPAPER(S)

	1990 Total Circulation
Ancaster News Journal	8,100
Burlington Burlington Post	
Wed. Fri. Sun	40,000
Dundas Dundas-	
Ancaster Recorder	13,000
Dundas Dundas Star Journal	9,700
Grimsby Grimsby Independent	4,871
Hamilton Burlington	
L. Information	n.a.
Hamilton Hamilton Journal	40,500
Hamilton Hamilton	
Mountain News	40,500
Hamilton Hamilton Recorder	20,000
Stoney Creek Stoney	
Creek News	23,900
Waterdown Flamborough News	9,300

VITAL STATISTICS

1988	
Births	8,052
Deaths	4,490
National Increase	3,562
Marriages	n.a.

NEW VEHICLE REGISTRATIONS

1989	
Cars Domestic	14,964
Cars Imported	5,524
Small trucks Domestic	7,141
Small trucks Imported	1,190
Medium & heavy trucks	724

OCCUPATIONS BY MAJOR GROUPS

1986 Census	Male	Female
All Occupations	164,425	126,360
Managerial &		
Admin	20,235	8,680
Teaching	4,740	7,610
Health	2,560	11,985
Technical Social		
Religion & Art	13,280	6,325
Clerical	11,305	41,130
Sales	14,670	13,920
Service	12,955	21,315
Primary	4,715	1,875
Processing	12,850	2,445
Fab. & Repair	19,555	5,210
Construction	14,675	385
Transport	9,030	1,100
Other	23,885	4,400

AVERAGE HOUSEHOLD EXPENDITURES

	\$/2/5
Food	8,557
Shelter	3,169
Clothing	6,763
Transportation	1,930
Health & Personal Care	3,234
Recreation Reading & Education	12,215
Taxes & Securities	8,470
Other	51,613
Total Expenditures	

City of Hamilton

In Hamilton-Wentworth Regional Municipality.

OCCUPATIONS BY MAJOR GROUPS			
1986 Census:	Male	Female	
All occupations	86,220	67,520	
Managerial & Admin.	6,880	3,745	
Teaching	2,150	3,380	
Health	1,215	6,690	
Technical, Social,			
Religion & Art	6,105	3,290	
Clerical	6,425	20,845	
Sales	6,230	7,265	
Service	7,930	13,400	
Primary	1,515	660	
Processing	8,640	1,640	
Fab & Repair	10,870	3,220	
Construction	8,390	175	
Transport	5,160	485	
Other	14,730	2,715	
INCOME			
1986 Census			
Average employment income:		\$	
Male		29,409	
Female		18,802	
Ave. census family income		35,175	
Ave. household income		31,073	
BUILDING PERMITS			
	1989	1988	1987
		—\$000—	
Value	358,713	273,392	280,253
HOMES BUILT			
	1989	1988	1987
No.	1,789	1,890	1,178
MANUFACTURING INDUSTRIES			
	1986	1981	
Plants	386	393	
Employees	45,778	51,761	
	\$000—		
Salaries, wages	1,457,264	1,182,406	
Mfg. materials, cost	3,553,558	3,355,065	
Mfg. shipments, value	6,845,400	5,969,417	
Total value added	3,010,133	2,449,542	
TAXATION STATISTICS			
Income class:	1988	% of	Total
Under \$2,500	22,180	10.11	
\$2,500-\$5,000	14,780	6.73	
\$5,000-\$7,500	15,960	7.27	
\$7,500-\$10,000	15,560	7.09	
\$10,000-\$12,500	15,120	6.89	
\$12,500-\$15,000	14,130	6.44	
\$15,000-\$20,000	25,110	11.44	
\$20,000-\$25,000	21,710	9.89	
\$25,000-\$30,000	17,400	7.93	
\$30,000-\$40,000	28,680	13.07	
\$40,000-\$50,000	16,710	7.61	
\$50,000 plus	12,120	5.52	
Total returns, no.	219,480		
Total inc. \$000	4,796,674		
Total tax \$000	861,313		
Total taxable			
returns, no.	162,230		
Average inc., \$	21,855		
Average tax, \$	5,309		
COMMUNITY NEWSPAPER(S)			
See Hamilton, CMA			
VITAL STATISTICS			
Births	4,485		
Deaths	2,851		
Natural Increase	1,634		
Marriages	3,036		
AVERAGE HOUSEHOLD EXPENDITURES			
	1991		
Food	\$6,577		
Shelter Costs	7,592		
Clothing	2,696		
Transportation	5,704		
Health & Personal Care	1,697		
Recreation, Reading & Education	2,725		
Taxes & Securities	9,711		
Other	7,440		
Total Expenditures	44,142		
NEW VEHICLE REGISTRATIONS			
	1989		
Cars, domestic	6,948		
Cars, imported	2,554		
Small trucks, domestic	3,044		
Small trucks, imported	518		
Medium & heavy trucks	376		

City of Stoney Creek

In Hamilton-Wentworth Regional Municipality.

POPULATION			
1986 Census			
Total	43,555		
Male	21,725		
Female	21,825		
Age groups:			
	Male	Female	
Under 4	1,755	1,635	
5-9	1,730	1,605	
10-14	1,695	1,725	
15-19	1,730	1,645	
20-24	1,645	1,620	
25-29	1,730	1,930	
30-34	1,960	2,045	
35-39	1,935	1,990	
40-44	1,590	1,455	
45-49	1,290	1,140	
50-54	1,110	1,010	
55-59	995	995	
60-64	920	965	
65-69	665	715	
70-74	485	520	
75+	495	830	
MARITAL STATUS			
1986 Census: (age 15+)			
Single (never married)	7,475		
Married (incl. sep.)	23,635		
Widowed	1,635		
Divorced	660		
MOTHER TONGUE			
	1986	%	
	Census	Total	
English	31,425	72.2	
French	490	1.1	
German	645	1.5	
Italian	3,200	7.3	
Polish	645	1.5	
Other	7,145	16.4	
HOUSING			
1986 Census			
Occu. Priv. Dwellings			
Total	13,990		
Owned	10,970		
Rented	3,020		
Single detached	10,260		
Apart., 5 or more storeys	1,630		
Other dwellings	2,100		
PRIVATE HOUSEHOLDS			
1986 Census			
Private Households, Total	13,995		
Pop. in private households	43,160		
Aver. no. per household	3.1		
FAMILIES			
1986 Census:			
Families in Private			
Households Total	12,200		
Husband-wife families	11,355		
Lone-parent families	845		
Aver. no. persons per family	3.3		
Aver. no. children per family	1.3		
LEVEL OF SCHOOLING			
1986 Census			
Population, 15 years+	33,145		
Less than Grade 9	5,140		
Grades 9-13	14,755		
Trades/non-university	8,925		
University, without degree	2,195		
University degree	2,130		
LABOR FORCE			
1986 Census			
Males			
In the labor force	13,240		
Employed	12,500		
Not in labor force	3,225		
Participation rate	80.40		
15-24 years	70.50		
25 years +	82.93		
Females			
In the labor force	9,905		
Employed	8,855		
Not in labor force	6,770		
Participation rate	59.40		
15-24 years	67.50		
25 years +	57.48		
OCCUPATIONS BY MAJOR GROUPS			
1986 Census:	Male	Female	
All occupations	13,100	9,660	
Managerial & Admin.	1,330	605	
Teaching	225	575	
Health	140	740	
Technical, Social,			
Religion & Art	755	355	
Clerical	845	3,475	
Sales	1,130	1,010	
Service	865	1,375	
Primary	240	135	
Processing	1,285	225	
Fab & Repair	1,815	705	
Construction	1,585	45	
Transport	705	100	
Other	2,180	330	
INCOME			
1986 Census			
Average employment income:		\$	
Male		32,568	
Female		19,516	
Ave. census family income		42,423	
Ave. household income		40,428	
BUILDING PERMITS			
	1989	1988	1987
		—\$000—	
Value	107,694	93,710	62,496
HOMES BUILT			
	1989	1988	1987
No.	693	485	375
MANUFACTURING INDUSTRIES			
	1986	1981	
Plants	120	99	
Employees	4,593	4,295	
	—\$000—		
Salaries, wages	106,629	77,125	
Mfg. materials, cost	289,126	226,043	
Mfg. shipments, value	522,200	393,160	
Total value added	232,706	179,314	
COMMUNITY NEWSPAPER(S)			
See Hamilton, CMA			
VITAL STATISTICS			
Births	671		
Deaths	300		
Natural Increase	371		
Marriages	218		
AVERAGE HOUSEHOLD EXPENDITURES			
	1991		
Food	\$8,164		
Shelter Costs	9,276		
Clothing	3,592		
Transportation	7,760		
Health & Pers. Care	2,143		
Recreation, Reading & Education	3,423		
Taxes & Securities	13,531		
Other	9,008		
Total Expenditures	56,897		
NEW VEHICLE REGISTRATIONS			
	1989		
Cars, Domestic	923		
Cars, Imported	332		
Small trucks, Domestic	642		
Small trucks, Imported	106		
Medium & heavy trucks	96		
TAXATION STATISTICS			
	1988		
Total returns, no.	32,830		
Total inc. \$000	830,273		
Total tax, \$000	159,498		
Total taxable returns, no.	25,800		
Average inc. \$	25,290		
Average tax, \$	6,182		

Town of Flamborough

In Hamilton-Wentworth Regional Municipality.

POPULATION

1986 Census		
Total	16,141	
Male	14,800	
Female	12,845	
Age groups	Male	Female
Under 4	1,060	1,000
5-9	1,045	925
10-14	1,100	1,020
15-19	1,120	1,040
20-24	1,000	910
25-29	920	935
30-34	1,060	1,095
35-39	1,170	1,205
40-44	995	970
45-49	780	705
50-54	730	675
55-59	700	680
60-64	605	640
65-69	430	400
70-74	310	285
75+	290	360

MARITAL STATUS

1986 Census (age 15+)	
Single (never married)	4,645
Married (incl. sep.)	14,205
Widowed	790
Divorced	350

MOTHER TONGUE

1986 Census	%
English	22,825 87.3
French	180 0.7
Dutch	830 3.2
German	570 2.2
Italian	260 1.0
Other	1,475 5.6

HOUSING

1986 Census	
Occu. Priv. Dwellings	
Total	8,220
Owned	6,955
Rented	1,265
Single detached	7,220
Apart., 5 or more storeys	385
Movable dwellings	45
Other dwellings	570

PRIVATE HOUSEHOLDS

1986 Census	
Private Households, Total	8,220
Pop. in private households	25,880
Aver. no. per household	3.1

FAMILIES

1986 Census	
Families in Private	
Households, Total	7,280
Husband-wife families	6,795
Lone-parent families	485
Aver. no. persons per family	3.3
Aver. no. children per family	1.4

LEVEL OF SCHOOLING

1986 Census	
Population, 15 years+	19,970
Less than Grade 9	2,385
Grades 9-13	8,585
Trades/non-university	5,280
University, without degree	1,660
University degree	2,065

LABOR FORCE

1986 Census	
Males	
In the labor force	8,405
Employed	8,120
Not in labor force	1,685
Participation rate	83.30
15-24 years	75.50
25 years +	85.32
Females	
In the labor force	6,130
Employed	5,765
Not in labor force	3,745
Participation rate	62.10
15-24 years	73.70
25 years +	59.08

OCCUPATIONS BY MAJOR GROUPS

1986 Census	Male	Female
All occupations	8,365	6,090
Managerial & Admin.	1,260	470
Teaching	285	420
Health	115	630
Technical, Social		
Religion & Art	665	300
Clerical	350	1,925
Sales	800	600
Service	380	665
Primary	975	420
Processing	365	85
Fab & Repair	1,010	205
Construction	780	10
Transport	580	75
Other	805	195

INCOME

1986 Census	
Average employment income	\$ 20,138
Male	20,138
Female	20,138
Ave. census family income	44,923
Average household income	43,433

BUILDING PERMITS

	1989	1988	1987
Value	43,560	53,134	32,011

HOMES BUILT

	1989	1988	1987
No.	209	284	188

MANUFACTURING INDUSTRIES

	1986	1981
Plants	11	20
Employees	430	418

	1989	1988
Salaries, wages	10,093	7,808
Mfg. materials, cost	24,025	35,290
Mfg. shipments, value	47,333	62,584
Total value added	22,884	24,921

TAXATION STATISTICS

	1988
Total returns, no.	13,090
Total inc. \$000	376,929
Total tax, \$000	77,547
Total taxable returns, no.	10,360
Average inc., \$	28,795
Average tax, \$	7,485

COMMUNITY NEWSPAPER(S)

See Hamilton, CMA

VITAL STATISTICS

	1988
Births	334
Deaths	127
Natural Increase	207
Marriages	185

AVERAGE HOUSEHOLD EXPENDITURES

	1991
Food	\$7,731
Shelter Costs	8,808
Clothing	3,492
Transportation	8,728
Health & Pers. Care	2,115
Recreation, Reading & Education	3,773
Taxes & Securities	14,428
Other	9,381
Total Expenditures	58,456

NEW VEHICLE REGISTRATIONS

	1989
Cars, domestic	194
Cars, imported	83
Small trucks, domestic	175
Small trucks, imported	31
Medium & heavy trucks	17

Town of Dundas

In Hamilton-Wentworth Regional Municipality.

POPULATION

1986 Census		
Total	20,120	
Male	9,570	
Female	10,545	
Age groups	Male	Female
Under 4	690	685
5-9	645	600
10-14	635	580
15-19	765	735
20-24	900	720
25-29	700	750
30-34	720	885
35-39	760	830
40-44	670	695
45-49	535	535
50-54	535	525
55-59	515	585
60-64	515	580
65-69	390	440
70-74	290	405
75+	415	1,000

MARITAL STATUS

1986 Census (age 15+)	
Single (never married)	3,915
Married (incl. sep.)	10,505
Widowed	1,415
Divorced	345

MOTHER TONGUE

1986 Census	%
English	17,900 89.0
French	130 0.6
Dutch	185 0.9
German	480 2.4
Italian	205 1.0
Other	1,215 6.0

HOUSING

1986 Census	
Occu. Priv. Dwellings	
Total	7,005
Owned	4,985
Rented	2,020
Single detached	4,675
Apart., 5 or more storeys	960
Other dwellings	1,370

PRIVATE HOUSEHOLDS

1986 Census	
Private Households, Total	7,010
Pop. in private households	19,255
Aver. no. per household	2.7

FAMILIES

1986 Census	
Families in Private	
Households, Total	5,510
Husband-wife families	4,970
Lone-parent families	535
Aver. no. persons per family	3.1
Aver. no. children per family	1.2

LEVEL OF SCHOOLING

1986 Census	
Population, 15 years+	15,490
Less than Grade 9	1,205
Grades 9-13	6,005
Trades, non-university	3,985
University, without degree	1,505
University degree	2,590

LABOR FORCE

1986 Census	
Males	
In the labor force	5,845
Employed	5,560
Not in labor force	1,685
Participation rate	79.00
15-24 years	72.90
25 years +	80.10
Females	
In the labor force	4,525
Employed	4,195
Not in labor force	3,565
Participation rate	55.90
15-24 years	62.40
25 years +	54.52

OCCUPATIONS BY MAJOR GROUPS

1986 Census	Male	Female
All occupations	5,820	4,495
Managerial & Admin.	815	385
Teaching	430	330
Health	185	525
Technological, Social		
Religion & Art	735	360
Clerical	365	1,485
Sales	645	475
Service	395	565
Primary	185	45
Processing	270	55
Fab & Repair	570	85
Construction	440	20
Transport	190	35
Other	595	130

INCOME

1986 Census	
Average employment income	\$ 36,415
Male	36,415
Female	20,883
Ave. census family income	46,083
Ave. household income	41,796

BUILDING PERMITS

	1989	1988	1987
Value	33,373	27,259	14,445

HOMES BUILT

	1989	1988	1987
No.	191	199	101

MANUFACTURING INDUSTRIES

	1986	1981
Plants	43	41
Employees	1,243	1,265

	1989	1988
Salaries, wages	28,066	24,757
Mfg. materials, cost	62,703	48,575
Mfg. shipments		
value	120,061	104,566
Total value added	52,947	48,299

TAXATION STATISTICS

	1988
Total returns, no.	17,090
Total inc. \$000	491,993
Total tax \$000	99,364
Total taxable returns, no.	13,510
Average inc. \$	26,777
Average tax, \$	7,355

COMMUNITY NEWSPAPER(S)

See Hamilton, CMA

VITAL STATISTICS

	1988
Births	255
Deaths	47
Natural Increase	207
Marriages	185

AVERAGE HOUSEHOLD EXPENDITURES

	1991
Food	\$7,818
Shelter Costs	9,475
Clothing	3,492
Transportation	7,228
Health & Pers. Care	2,126
Recreation, Reading & Education	3,548
Taxes & Securities	14,177
Other	9,286
Total Expenditures	57,241

NEW VEHICLE REGISTRATIONS

	1989
Cars, domestic	357
Cars, imported	206
Small trucks, domestic	165
Small trucks, imported	33
Medium & heavy trucks	4

Town of Ancaster

(West) Regional Municipality.

Age groups	Male	Female
0-4	17,265	8,695
5-9	8,695	8,570
10-14	535	640
15-19	705	615
20-24	685	580
25-29	550	570
30-34	430	500
35-39	620	740
40-44	795	795
45-49	700	660
50-54	535	505
55-59	500	485
60-64	495	500
65-69	465	485
70-74	340	310
75+	220	225
	205	280

MARITAL STATUS

1986 Census: (age 15+)	
Single (never married)	3,090
Married (incl. sep.)	9,590
Widowed	530
Divorced	191

MOTHER TONGUE

1986 Census	%
English	86.2
French	0.6
Dutch	2.6
German	2.3
Italian	1.7
Other	6.7

HOUSING

1986 Census	
Occu. Priv. Dwellings	
Total	5,460
Owned	5,050
Rented	415
Single detached	5,165
Other dwellings	290

PRIVATE HOUSEHOLDS

1986 Census	
Private Households, Total	5,460
Pop. in private households	17,200
Aver. no. per household	3.2

FAMILIES

1986 Census	
Families in Private Households, Total	4,935
Husband-wife families	4,660
Lone-parent families	280
Aver. no. persons per family	3.2
Aver. no. children per family	1.3

LEVEL OF SCHOOLING

1986 Census	
Population, 15 years+	13,400
Less than Grade 9	940
Grades 9-13	4,900
Trades/non-university	3,380
University, without degree	1,395
University degree	2,780

LABOR FORCE

1986 Census	
Males	
In the labor force	5,500
Employed	5,305
Not in labor force	1,165
Participation rate:	82.50
15-24 years	66.10
25 years +	86.83
Females	
In the labor force	4,070
Employed	3,835
Not in labor force	2,655
Participation rate	60.50
15-24 years	72.90
25 years +	57.71

OCCUPATIONS BY MAJOR GROUPS

1986 Census	Male	Female
All Occupations	5,485	3,995
Managerial & Admin.	1,030	285
Teaching	440	505
Health	235	475
Technological, Social		
Religion & Art	700	215
Clerical	280	1,290
Sales	570	365
Service	285	535
Primary	375	135
Processing	120	10
Fab & Repair	410	35
Construction	375	25
Transport	185	50
Other	490	75

INCOME

1986 Census	
Average employment income	\$
Male	40,947
Female	24,411
Ave. census family income	57,326
Ave. household income	55,735

BUILDING PERMITS

1989	1988	1987
Value	53,657	53,804

HOMES BUILT

1989	1988	1987
No.	242	293

MANUFACTURING INDUSTRIES

1986	1981
Plants	11
Employees	138
Salaries, wages	1,416
Mfg. materials, cost	4,835
Mfg. shipments, value	14,915
Total value added	5,973

TAXATION STATISTICS

1988	
Total returns, no.	13,420
Total inc. \$000	479,766
Total tax, \$000	106,313
Total taxable returns, no.	10,840
Average inc. \$	35,750
Average tax, \$	9,807

COMMUNITY NEWSPAPER(S)

See Hamilton, CMA

VITAL STATISTICS

1988	
Births	283
Deaths	72
Natural Increase	211
Marriages	146

AVERAGE HOUSEHOLD EXPENDITURES

1991	
Food	\$9,394
Shelter Costs	11,524
Clothing	4,640
Transportation	9,568
Health & Pers. Care	2,642
Recreation, Reading & Education	5,235
Taxes & Securities	20,629
Other	11,710
Total Expenditures	75,342

NEW VEHICLE REGISTRATIONS

1989	
Cars, domestic	447
Cars, imported	258
Small trucks, domestic	233
Small trucks, imported	53
Medium & heavy trucks	26

City of Burlington

In Halton Regional Municipality.

POPULATION

1986 Census	
Total	116,675
Male	57,385
Female	59,290
Age groups:	
Under 4	3,810
5-9	3,920
10-14	4,545
15-19	5,020
20-24	4,980
25-29	4,445
30-34	4,315
35-39	4,675
40-44	4,415
45-49	3,650
50-54	3,360
55-59	3,190
60-64	2,590
65-69	1,815
70-74	1,275
75+	1,385

MARITAL STATUS

1986 Census: (age 15+)	
Single (never married)	22,660
Married (incl. sep.)	63,015
Widowed	4,625
Divorced	2,400

MOTHER TONGUE

1986 Census	%
English	86.5
French	1.8
Dutch	1.4
German	1.6
Italian	0.9
Other	7.8

HOUSING

1986 Census:	
Occu. Priv. Dwellings	
Total	401,206
Owned	28,175
Rented	11,945
Single detached	24,180
Apart., 5 or more storeys	7,195
Movable dwellings	10
Other dwellings	8,740

PRIVATE HOUSEHOLDS

1986 Census	
Private Households, Total	401,206
Pop. in private households	115,745
Aver. no. per household	2.9

FAMILIES

1986 Census	
Families in Private Households, Total	329,600
Husband-wife families	29,860
Lone-parent families	3,100
Aver. no. persons per family	3.2
Aver. no. children per family	1.3

LEVEL OF SCHOOLING

1986 Census:	
Population, 15 years+	92,205
Less than Grade 9	5,990
Grades 9-13	38,090
Trades/non-university	26,485
University, without degree	10,170
University degree	11,470

LABOR FORCE

1986 Census:	
Males	
In the labor force	37,425
Employed	36,030
Not in labor force	7,575
Participation rate:	83.20
15-24 years	76.60
25 years +	85.03
Females	
In the labor force	29,280
Employed	27,390
Not in labor force	17,930
Participation rate:	62.00
15-24 years	74.70
25 years +	58.76

COMMUNITY NEWSPAPER(S)

See Hamilton, CMA

OCCUPATIONS BY MAJOR GROUPS

1986 Census:	Male	Female
All occupations	37,230	28,905
Managerial & Admin.	8,040	2,795
Teaching	965	2,095
Health	540	2,330
Technological, Social		
Religion & Art	3,825	1,525
Clerical	2,525	10,185
Sales	4,610	3,600
Service	2,725	3,975
Primary	870	230
Processing	1,555	315
Fab & Repair	3,830	825
Construction	2,160	90
Transport	1,685	150
Other	3,895	800

INCOME

1986 Census	
Average employment income:	\$
Male	37,705
Female	21,000
Ave. census family income	49,497
Ave. household income	46,218

BUILDING PERMITS

1989	1988	1987
Value	237,674	249,728

HOMES BUILT

1989	1988	1987
No.	1,440	1,790

MANUFACTURING INDUSTRIES

1986	1981
Plants	225
Employees	11,275
Salaries, wages	297,054
Mfg. materials, cost	970,828
Mfg. shipments, value	1,678,035
Total value added	692,634

TAXATION STATISTICS

Income Class	1988	% of Total
Under \$2,500	5,050	5.91
\$2,500-\$5,000	4,960	5.80
\$5,000-\$7,500	5,200	6.09
\$7,500-\$10,000	4,800	5.62
\$10,000-\$12,500	4,550	5.32
\$12,500-\$15,000	4,320	5.06
\$15,000-\$20,000	8,570	10.03
\$20,000-\$25,000	7,950	9.30
\$25,000-\$30,000	6,910	8.09
\$30,000-\$40,000	11,700	13.69
\$40,000-\$50,000	8,390	9.82
\$50,000 plus	13,080	15.31
Total returns, no.	85,450	
Total inc. \$000	2,632,798	
Total tax, \$000	558,157	
Total taxable returns, no.	69,230	
Average inc. \$	30,811	
Average tax, \$	8,062	

VITAL STATISTICS

1988	
Births	1,620
Deaths	695
Natural Increase	925
Marriages	799

AVERAGE HOUSEHOLD EXPENDITURES

1991	
Food	\$8,199
Shelter Costs	10,175
Clothing	3,890
Transportation	8,015
Health & Pers. Care	2,261
Recreation, Reading & Education	3,991
Taxes & Securities	16,277
Other	10,036
Total Expenditures	62,844

NEW VEHICLE REGISTRATIONS

1989	
Cars, domestic	5,094
Cars, imported	1,898
Small trucks, domestic	2,160
Small trucks, imported	376
Medium & heavy trucks	169

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Town of Grimsby

In Niagara Regional Municipality.

POPULATION

1986 Census	
Total	16,955
Male	8,485
Female	8,479
Age groups	Male Female
Under 4	710 580
5-9	590 530
10-14	665 645
15-19	715 670
20-24	660 615
25-29	655 645
30-34	660 725
35-39	715 665
40-44	575 595
45-49	520 485
50-54	465 440
55-59	395 400
60-64	365 395
65-69	275 315
70-74	230 255
75+	230 500

MARITAL STATUS

1986 Census (age 15+)	
Single (never married)	3,010
Married (incl sep.)	9,165
Widowed	815
Divorced	240

MOTHER TONGUE

1986 Census	%
English	83.0
French	0.9
Dutch	4.1
German	1.9
Italian	1.9
Other	8.3

HOUSING

1986 Census	
Occu Priv Dwellings	
Total	5,625
Owned	4,605
Rented	1,025
Single detached	4,520
Apart., 5 or more storeys	170
Movable dwellings	5
Other dwellings	945

PRIVATE HOUSEHOLDS

1986 Census	
Private Households, Total	5,630
Pop in private households	16,715
Aver. no. per household	3.0

FAMILIES

1986 Census	
Families in Private	
Households, Total	4,740
Husband-wife families	4,395
Lone-parent families	340
Aver. no. persons per family	3.2
Aver. no. children per family	1.3

LEVEL OF SCHOOLING

1986 Census	
Population, 15 years+	13,055
Less than Grade 9	1,320
Grades 9-13	5,595
Trades/non-university	3,905
University, without degree	1,010
University degree	1,220

LABOR FORCE

1986 Census	
Males	
In the labor force	5,190
Employed	4,970
Not in labor force	1,280
Participation rate	80.30
15-24 years	74.66
25 years +	81.63
Females	
In the labor force	3,795
Employed	3,420
Not in labor force	2,795
Participation rate	57.59
15-24 years	69.90
25 years +	54.73

OCCUPATIONS BY MAJOR GROUPS

1986 Census	Male	Female
All occupations	5,151	5,151
Managerial & Admin	610	241
Teaching	175	111
Health	105	381
Technical Social		
Religion & Art	350	230
Clerical	340	1,181
Sales	435	400
Service	285	581
Primary	315	160
Processing	320	60
Fab & Repair	625	90
Construction	585	10
Transport	305	40
Other	700	115

INCOME

1986 Census	
Average employment income:	\$
Male	14,799
Female	18,831
Ave. census family income	41,733
Ave. household income	40,682

BUILDING PERMITS

	1989	1988	1987
		—\$000	
Value	26,087	28,122	22,906

HOMES BUILT

	1989	1988	1987
No.	222	155	158

MANUFACTURING INDUSTRIES

	1986	1981
Plants	19	18
Employees	521	455
	—\$000—	
Salaries, wages	13,331	8,984
Mfg. materials, cost	33,703	21,422
Mfg. shipments, value	65,010	44,423
Total value added	31,373	23,455

TAXATION STATISTICS

	1988
Total returns, no.	11,730
Total inc. \$000	315,646
Total tax \$000	62,384
Total taxable returns, no.	9,080
Average inc., \$	26,909
Average tax, \$	6,870

COMMUNITY NEWSPAPER(S)

See Hamilton, CMA

VITAL STATISTICS

	1988
Births	278
Deaths	144
Natural Increase	134
Marriages	131

AVERAGE HOUSEHOLD EXPENDITURES

	1991
Food	\$7,678
Shelter Costs	8,818
Clothing	3,390
Transportation	8,113
Health & Pers. Care	2,076
Recreation, Reading & Education	3,646
Taxes & Securities	13,644
Other	9,281
Total Expenditures	56,646

NEW VEHICLE REGISTRATIONS

	1989
Cars, domestic	836
Cars, imported	148
Small trucks, domestic	581
Small trucks, imported	48
Medium & heavy trucks	25

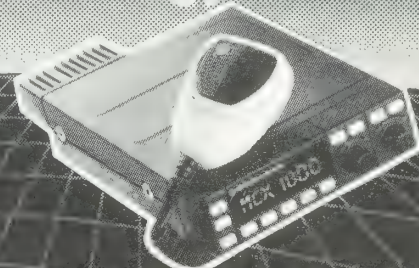
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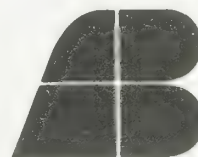


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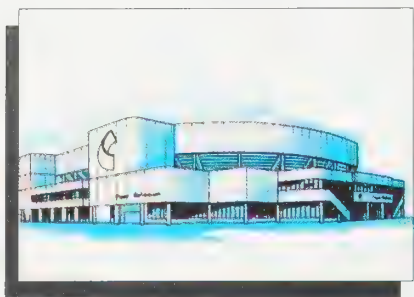
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Imagine you have three houses, thousands of guests every night and they all think of you as the perfect host.

Hamilton Entertainment & Convention Facilities Inc. manages Copps Coliseum, Hamilton Place Theatre and The Hamilton Convention Centre for the City of Hamilton. In both the entertainment and convention business, customers have come to think of us as great hosts. The reason? All 450 full and part-time employees in our three facilities are dedicated to one, single-minded philosophy: making every moment of the customer experience a good one.



Copps Coliseum

Copps Coliseum is one of the most modern sports and entertainment/trade complexes. Located right in downtown Hamilton attached to shopping and hotel, Copps is in the heart of a market that puts more than 6 million consumers within just over an hour's drive.

BOX OFFICE

Computerized ticketing, 10 windows

CONCESSIONS

13 permanent stations, 12 on Main Concourse and one in Exhibition Hall Portable locations also available

EXHIBITION SPACE

EXHIBITION HALL: 5,667 sq.m (61,000 sq.ft.)
Arena Surface: 2,415 sq.m (26,000 sq. ft.)
Main Concourse: 2,787 sq.m (30,000 sq.ft.)
Total Exhibition Space: 10,869 sq.m (117,000 sq.ft.)

ICE SURFACE

NHL size 26 m (85') x 61 m (200') with capacity to expand to international size

SEATING CAPACITY

Approximately 17,500 for hockey
Approximately 19,000 for concerts



Hamilton Convention Centre

Considered one of the top two facilities for service by an expert in convention customer service, The Hamilton Convention Centre is a sophisticated, multi-purpose exhibit and convention facility. It is luxuriously appointed with cedar, tile and broadloom providing elegance with affordability and flexibility.

ACCOMMODATION

Four major hotels offering a total of 878 rooms
Within a five mile radius, five additional hotels with 400 more rooms

FOOD SERVICE

Fully equipped kitchen with chefs on staff capable of preparing dishes to every level of sophistication for up to 1,400 people at one time

French service throughout

MEETING & EXHIBIT FACILITIES

Meeting rooms: 19
Total Exhibition space: 12,195 sq.m. (40,000 sq. ft.)

Largest room capacity: 2,000 guests

MEETING & PRESENTATION EQUIPMENT

Full audio visual services available
Four indoor loading docks and 22,000 lb. freight elevator
Permanent large registration desk with power, phone and storage



Hamilton Place Theatre

The more than 2,100 seat Great Hall in Hamilton Place is considered one of the most acoustically refined theatres in North America. Its flexible stage, and striking beauty attract a wide variety of productions including top rated Broadway musicals, symphony concerts, opera, rock, solo performers, and live television.

It is attached to the Hamilton Convention centre, hotel and major shopping mall, all in the heart of downtown Hamilton.

MEETING & EXHIBIT FACILITIES

Meeting rooms: 13
Total Exhibition space: 12,195 sq.m. (40,000 sq. ft.)
Largest room capacity: 2,000 guests

MEETING & PRESENTATION EQUIPMENT

Full audio visual services available.
Four indoor loading docks and 22,000 lb. freight elevator



**Hamilton
Entertainment
and Convention
Facilities Inc.**

101 York Boulevard
Hamilton, Ontario
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Phone (416) 546-3000
Fax (416) 527-6856

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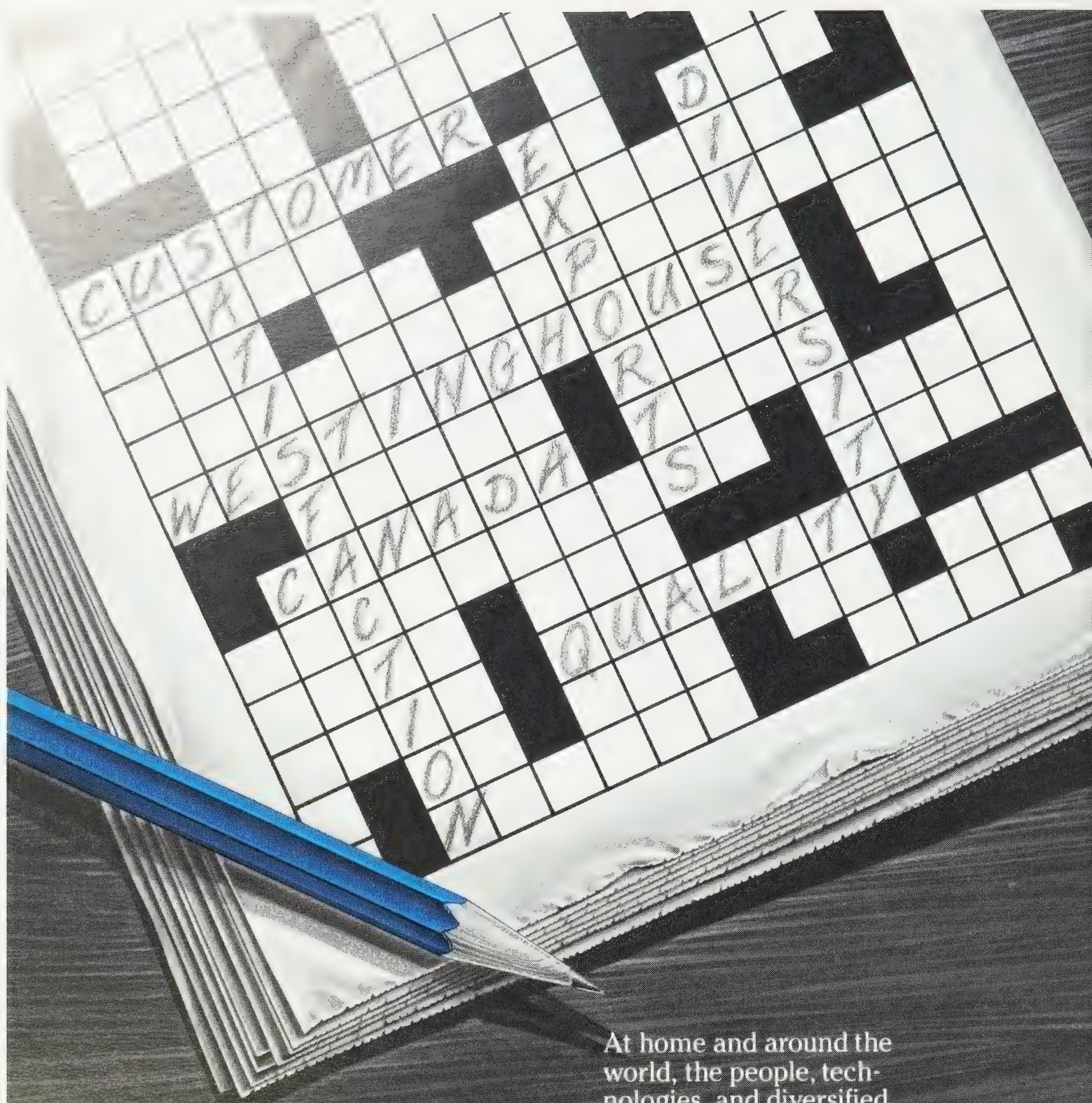
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